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AGRICULTURAL COOPERATION

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LIVESTOCK COMMISSION ASSOCIATION ACTIVE AT SIOUX CITY

Livestock to the value of \$1,472,800 was handled by the Producers Commission Association, Sioux City, Iowa, during the four months, April to July, 1924. Receipts by the association for April were 155 cars, while those for August were 358 cars. The receipts for the four months included 6,150 cattle and 55,389 hogs. The Sioux City office of the producers was opened for business March 15, following the closing of the producer's office at Sioux Falls, S. Dak., March 1. This is the last to be opened of the thirteen commission associations operating under the National Livestock Producers Association.

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MILK MARKETING COMPANY MAKES CONSISTENT GROWTH

As an index of the rate of growth of the Twin City Milk Producers' Association, St. Paul, Minn., figures are given indicating the number of pounds of fluid milk handled during the month of July for the last seven years. The figures are:

<u>Month of July</u>	<u>Pounds of Fluid Milk</u>
1918	6,907,672
1919	8,480,222
1920	9,310,011
1921	12,757,937
1922	13,509,433
1923	18,630,430
1924	22,134,652

Over one-half (12,267,222 lbs.) of the July, 1924, supply was sold to distributors in the Twin Cities; over one-third (7,774,066 lbs.) was separated and sold as sweet cream or made into butter; about one-twelfth (1,836,081 lbs.) was used in the manufacture of cheese; and the remainder (257,283 lbs.) was made into condensed milk or ice cream.

The association operates 15 receiving or manufacturing plants within a radius of 40 miles of the Twin Cities.

COOPERATIVES ARE INCREASING IN LITHUANIA

It is reported through the consular service that there were 256 cooperative societies in Lithuania at the end of 1923 as compared with 242 at the close of 1922 and 202 at the close of 1921. The total membership of the societies at the close of 1923 was estimated at 60,000. These societies undertake to furnish their members with necessities of life, such as, food, clothing, agricultural machinery, seeds, etc., and to find a market for the products which the members have for sale.

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THREE PROVINCE-WIDE ASSOCIATIONS BEING FORMED IN ALBERTA

Steps are being taken in the Canadian Province of Alberta toward forming three new province-wide cooperative marketing associations. These organizations are to be Alberta Livestock Producers, Ltd., Alberta Dairy Producers, Ltd., and Alberta Egg and Poultry Producers, Ltd. It is stated by those directly interested in cooperation in the Province that "it is necessary to organize three separate pools with separate charters and contracts" rather than one organization with branches, because the contract holders in one branch "could not be held responsible for loss or gains" in either of the other branches. Provisional boards have been selected for the three proposed organizations and following the harvest season a drive for members will be conducted.

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BULLETIN ON AGRICULTURAL COOPERATION IN DENMARK

"Agricultural Cooperation in Denmark" is the title of Department Bulletin No. 1266 issued by the Department of Agriculture under date of August 22, 1924. This bulletin was prepared by Chris L. Christensen of the Bureau of Agricultural Economics after more than a year spent in Denmark in making first hand studies of the various active associations. Among the subjects discussed are, "History and Development of Danish Agriculture," "Principles Observed in Danish Cooperation", dairy, bacon and egg industries and cooperation, "Cooperative Cattle Export Associations", "Cooperative Buying", "Cooperative Breeding Associations", and "Agricultural Credit". Statistical material is given regarding the cooperative marketing of butter, milk, bacon and eggs; particular consideration being given to the shipments to foreign countries of the different commodities. The operating methods of the various types of associations are described in detail. Supplementing the text are illustrations made from photographs taken by Mr. Christensen. Copies of the bulletin may be had upon request to the Division of Agricultural Cooperation, Bureau of Agricultural Economics, Department of Agriculture, Washington, D. C.

SWEET POTATO EXCHANGE CLOSES THIRD YEAR

Sales during the third year of operation of the Arkansas Sweet Potato Grower's Exchange, Little Rock, Ark., amounted to \$22,914, as compared with \$49,645 for the second year. A short crop explains the reduction in volume of business. Expenses for the two years are reported as \$9,479 for the 1922-23 season and \$2,021 for the 1923-24 season. The expenses and deductions per crate for the two seasons were 19.3 cents for 1922-23 and 14.3 cents for 1923-24, a reduction of 5 cents a crate for the latter year. No potatoes were shipped on consignment during the past year. Net returns to the associations making up the exchange were \$1.41 per crate for potatoes of the Nancy Hall variety and \$1.45 for potatoes of the Porto Rico variety. Potatoes were marketed under the brand name of "Arkansas Sweethearts."

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FARMERS SUPPLY THEIR NEEDS AT LOW EXPENSE

Sales for the three years ending July 1, 1924, for the Farmers Union Cooperative Exchange, Seminole, Okla., were \$218,078; gross profits, \$27,330; operating expenses, \$16,011; and net profits, \$11,319. The sales for each of the three years, the operating expenses, and the per cent which the operating expenses were of the total sales were as indicated below:

Year Ending	:	Sales	:	Operating	:	Expense, Per
July 1	:		:	Expense	:	Cent of Sales
1922	:	\$63,653.35	:	\$3,921.60	:	6.2
1923	:	70,999.13	:	5,821.07	:	8.2
1924	:	83,426.26	:	6,268.65	:	7.3

The gross profits for the three years were 12.5% of the sales, expenses were 7.3%, and the net profits were 5.2%.

Salary and clerk hire made up the greater part of the expense. At the close of the last business year the exchange had 217 stockholders who had paid \$7,465 for capital stock, \$3,554 in cash and \$3,911 as deductions from patronage dividends. During the three-year period a total of \$6,496 was paid or credited to members as patronage dividends. Reserve capital stock and surplus of the exchange amounted to \$11,743 on July 1, last. In addition to its regular business of operating a general store for its farmer members the exchange, during the last business year, handled several carloads of pecans, also poultry and eggs amounting to \$10,000 and a large quantity of cotton seed.

TURPENTINE PRODUCERS FORM A COOPERATIVE FOR MARKETING

At a meeting held at Jacksonville, Fla., July 9, the Turpentine and Rosin Producers' Exchange was formed for marketing on a cooperative basis Georgia and Florida turpentine and rosin. The organization was formed under a Delaware charter which provides for capital stock. It is expected that at least one-half million dollars of stock will be issued before the season is over. While a board of twenty directors was elected at the organization meeting, much of the active direction of the organization will rest with an executive committee of five.

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CATTLE MARKETING ASSOCIATION CREATED IN CALIFORNIA

Articles of incorporation for the California Cattlemen's Association, a marketing organization, were signed December 13, 1923, the day preceding the opening of the seventh annual convention of the California cattlemen. On December 15, a marketing agreement was adopted. The articles of incorporation provide authority for "harvesting, preserving, drying, processing, packing, canning, shipping, selling or the utilization of products." The association is created for fifty years with its principal place of business at San Francisco and with twenty-five directors. Members have but one vote and "the property rights and interests of all the members shall be proportionate to the gross amount paid into the said association by each."

The marketing contract provides that the association shall be the exclusive agent of the member in the sale of cattle.

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SOUTH DAKOTA WOOL GROWERS MARKET COOPERATIVELY

For the fifth successive season the wool producers of South Dakota are marketing cooperatively. The South Dakota Sheep and Wool Growers' Association was formed in March of 1920 (incorporated in June, 1920) to supplant the county pools which had been functioning during 1918 and 1919. The first year 1,330 sheepmen marketed 1,280,000 pounds of wool through the association. The quantities of wool handled in 1921 and 1922 were 730,000 pounds and 510,000 pounds respectively. Last year, 1923, 535 shippers delivered 1,520,000 pounds of wool which sold for \$750,000. This year 550,000 pounds will be marketed. The name of the association has been changed to Cooperative Wool Growers of South Dakota.

Members of the association sign a contract to deliver their clips to their organization for three years. The association has a contract with the National Wool Warehouse and Storage Company, Chicago, a producer-owned cooperative enterprise, for receiving the wool, grading the clips, storing the wool and when the market is favorable, selling.

The association arranges for the assembling of the wool at local shipping points and the forwarding of the various lots to the Chicago warehouse.

FULL REPRESENTATION AT ANNUAL TOBACCO MEETING

There was 100% attendance of delegates at the annual meeting of the Northern Wisconsin Cooperative Tobacco Pool, Madison, Wisconsin, August 12, 1924. Each of the sixteen districts, into which the territory covered by the Pool is divided, was represented by six delegates, a total of 96. From each of the districts, one director was elected, making 16 in all.

A feature of the meeting was a committee on resolutions including a delegate from each district. Among the resolutions recommended and adopted was one expressing it as the sense of the delegates that more statements, relative to the financial conditions of the association, be made available to the membership, particularly such as relate to the expenses of conducting the business. Another resolution was to the effect that the president, vice-president and secretary-treasurer be the only directors to receive compensation from the organization other than that provided by the by-laws. This resolution, it was reported, would affect two directors who were employed as warehouse managers.

At the meeting of the board of directors following the annual meeting, officers were selected for the ensuing year and it was voted to abolish the position of publicity director, effective September 1. This was a step in harmony with the adopted policy of eliminating avoidable and unnecessary expenditures. It was estimated that \$5,000 a year would be saved in the present instance.

The balance sheet as of August 1, showed fixed assets amounting to \$50,797 and current assets amounting to \$2,112,642. In the latter total was an item for tobacco unsold which was given an inventory value of \$2,030,679. Included in the liabilities was paid-membership amounting to \$32,519 and outstanding certificates of indebtedness amounting to \$153,069. The liability to growers on account of tobacco in the various pools was placed at \$1,568,231.

Comparative statements of expenses for the first six months of 1923 and 1924 are given in a recent issue of the association publication. The figures show that while the administrative expenses for the first six months of 1923 amounted to \$70,611, those for the first six months of 1924 amounted to but \$63,788, including an advance payment on interest of over \$11,000. Total expenses from November 1, 1923 to July 3, 1924, are given as \$87,925; including salaries and wages, \$49,337; interest, \$14,589; general office expense, \$7,389; publicity department, \$7,100; traveling expense, \$4,737, etc.

WHEAT MARKETING IN CANADIAN PRAIRIE PROVINCES

At the first annual meeting of the Alberta Cooperative Wheat Producers, Ltd., held at Calgary, Alberta, August 5, 6, and 7, final reports regarding the marketing of the 1923 wheat crop were made, and plans for the handling of the 1924 crop were formulated. According to the report of the meeting appearing in the official organ of the United Farmers of Alberta (Alberta Wheat Pool Number, August 15) over thirty million bushels of wheat were sold at an average price of "approximately \$1.03 a bushel, basis No. 1 Northern, Ft. William." The cost of administering the organization was two-fifths of a cent a bushel and sixty-six hundredths of a cent on each bushel was retained as a commercial reserve for the credit of the growers. This reserve amounts to "considerably more than a quarter of a million dollars." Final settlement, \$5,558,699, was made with the growers on the basis of \$1.01 No. 1, Ft. William. The organization, which began receiving wheat on October 29, and closed its business year July 15, not only used the regular channels of trade but sold wheat direct to mills in Canada and Europe.

Among the problems which confronted the management early in the history of the organization was that of contact with the individual members. A solution was found in the formation of "wheat pool organizations," around shipping points which were left entirely in the hands of the members with only the suggestion that they be as simple as possible. A large number of locals were formed and they "proved of great benefit in a number of ways, such as transmitting the views and suggestions of members to the board and of getting out information from the board to the members, checking and reporting elevator trouble, contract breaking, etc., as well as serving to impress upon the individual member the fact that he is an integral and important factor in the pool." Since the annual meeting it has been decided to divide each of the seven pool districts into ten sub-divisions for the purpose of further encouraging the members to concern themselves with the welfare of the organization.

Agreements are now being entered into with the elevators at shipping points for the handling of the 1924 grain crop and it is reported that these agreements are more favorable than those previously in force.

Consideration was given at the annual meeting to the matter of permanently acquiring elevators and the directors of the organization were empowered to deduct and set aside an amount not to exceed two cents a bushel for such purpose.

Approval was given by the Alberta organization to the proposed central sales agency for the wheat pools of the three prairie provinces, the Alberta organization with 29,440 members, the Manitoba pool with 8,000 members and the Saskatchewan pool with 47,000. Already a Dominion charter has been issued for the Canadian Cooperative Wheat Producers, Ltd., and a board of directors elected.

MARKETING THE BIGGEST RAISIN TONNAGE ON RECORD

As a result of continuous work on the part of the sales department of the Sun-Maid Raisin Growers of California but a small fraction of the 1923 raisin delivery, (247,000 tons, the largest in the history of the association) now remains unsold. The sales made during the month of July were twice as large as those of any previous July, while the sales from January to July were nearly twice those of former years.

Early in the present calendar year the Sunland Sales Cooperative Association was formed as a subsidiary company charged with the task of marketing the products of the members of the Sun-Maid Raisin Growers of California. For selling purposes, the United States was divided into fifteen districts, Canada into four districts, the United Kingdom into five, China into three, India into five, and so on. (See Agricultural Cooperation for January 28, 1924, page 27).

Over two hundred salesmen have been employed in presenting the merits of Sun-Maid raisins to wholesalers, retailers and bakers and have been getting orders from these men. The salesmen have sold ideas as well as dried fruit. They have taught the retailer how to trim his show windows so as to sell raisins, and how to arrange counter and shelf displays. They have also gone into bakeries, rolled up their sleeves and demonstrated how to use raisins in making bread, cakes, pies, and sweet dough mixes. Furthermore, the salesmen have arranged advertising displays in retail bake shops and have conducted contests among bakery wagon drivers. A number of new candy specialties have been introduced by them. The activity of the sales agents in foreign countries has resulted in much larger exports of raisins than ever before.

New sales policies have been evolved. Among these is one in behalf of a reduced spread in prices between producer and consumer. Two new packages have been adopted in the working out of this phase of the selling program. One is the four-pound semi-bulk package designed for rural housewives "who heretofore have been unwilling to pay the price charged by country retailers for the one-pound carton." The other is the 250-pound barrel designed to get raisins to bakers with as little expense as possible.

Ralph P. Merritt, President of the association, at a recent meeting of the board of directors summed up the outlook for the raisin producer and indicated what should be the policy of the organization as regards sales, in the following sentences:

"Prices are now at bed rock and there is no reason for them ever to go lower if we can do what we must do in the future, namely: sell each year all of the crop produced in the previous twelve months...if the grower gets no more money on the 1923 crop than has already been advanced, but is able during the coming year to clean the slate of the carry-over burden, a tremendous service will have been rendered and the collapse of the raisin industry will have been avoided. We are not working in the dark; but upon sound information."

EXTENSIVE ADVERTISING CAMPAIGN PLANNED FOR RAISINS

An extensive advertising campaign directed toward an increased consumption of raisins is being conducted by the Sun-Maid Raisin Growers of California. The advertising copy has been prepared with the idea of accomplishing three things. First, it is to "teach American housewives how to make simple, inexpensive, common, everyday dishes in which raisins are used." Second, it is to be argued "that raisins are reasonably priced, that they are a cheap and economical fruit food." Third, the advertising program has been planned "to cover more effectively the large farm and small town population which in the past has not consumed" large quantities of raisins.

Newspapers, magazines, street car cards, billboards and dealers' helps are being used. In the newspaper campaign, which began with July and will continue throughout the year, 102 newspapers in 73 of the largest cities are being used, the advertising being built about the idea that Wednesday is raisin-bread day. It is stated that as a result of the advertising between November of 1923 and July of 1924, the use of raisins by manufacturing bakers increased more than six hundred per cent. Two national weekly magazines are being used to supplement the newspaper campaign. Space has been purchased in six women's magazines which will be used to give lessons planned by six domestic science experts in the use of raisins in cooking. The first of the advertisements, which will appear in the September issues, will be a double-page spread in colors. Cards printed in colors and calling attention to Sun-Maid raisins are to be kept in every other street car in 3,600 cities and towns for 12 months. In six cities, New York, Boston, Chicago, Detroit, St. Louis and Cleveland, bill boards are to be covered with Sun-Maid raisin posters, beginning October 1 and continuing for six months.

In an effort to reach farmers' wives and small-town housekeepers advertisements will be run in a group of popular magazines and in 19 farm journals. A special package is to be featured in this farm advertising. Trade papers going to grocers, bakers, restaurant and hotel men and dieticians are to be used to advise these people of the steps being taken to create consumer demand. Furthermore, it is proposed to supply retailers handling Sun-Maid raisins with window cards, counter cards, window back-grounds, streamers, etc.

The total cost is estimated at less than \$10 a ton based on the raisins actually sold as raisins, excluding those sold for conversion purposes. The costs of previous advertising campaigns are given below:

Season	Cost per Ton
1920-21	\$12.47
1921-22	16.00
1922-23	18.00
1923-24	10.84

OREGON PRUNE MARKETING ASSOCIATIONS FEDERATE

Nine local associations engaged in packing and selling prunes have united and established the Northern Pacific Cooperative Prune Exchange, Portland, Ore., a federation to furnish sales service in connection with the marketing of Oregon prunes. This federation, so far as prunes are concerned, replaces the Oregon Growers Cooperative Association, Salem, Oregon, which was formed in 1919 to handle a variety of agricultural products including apples, pears, berries, prunes, etc., and which functioned for several years, but was not entirely successful as a marketing agency. The assets of the Oregon Growers Cooperative Association were liquidated in the early part of this year, the present federation acquiring the brands, trade-marks, etc.

The new exchange is organized without capital stock as a cooperative association for the purpose of serving its members only. In the language of its by-laws the exchange, "is instituted to furnish the facilities and agencies through which the prunes of its members and growers represented by them may be marketed and distributed upon a uniform plan and in such a manner as to bring about a high standard of quality, a more uniform distribution, and a larger consumption thereof in the markets of the world."

As this exchange is the youngest of the existing federations and as its founders in framing the plan of organization had before them both the plans and the experiences of the other federations, it is interesting to note the various features which they incorporated in the new organization.

The exchange is built upon local associations whose members are bound to them by a standard marketing contract. A formal contract is executed between the exchange and each local. Prune pools are to be exchange-wide. All returns to local associations are to be based on the net proceeds from the different pools, after the deduction of expenses of operating and fixed charges. Local associations agree to pay the exchange two cents a pound for all dried prunes covered by the contracts in case of breach of contract.

In addition to making deductions to cover the expenses of operating the exchange is given authority to deduct and retain one twenty-fifth of a cent a pound on all prunes, the same to constitute a special fund for capital and reserve. Certificates of indebtedness are to be issued to the local associations at the end of each year to cover deductions for the reserve fund. It is proposed to redeem the certificates after the reserve fund attains such proportions as may be necessary, certificates being redeemed in the order of their issue. The process of deducting and repaying are to continue during the life of

the exchange, "it being the intent that said fund shall permanently revolve to the end that all contributions made in one year shall be returned to the contributors in the succeeding fourth year."

The plan of organization provides that the exchange shall be made up of individuals representing local associations which have affiliated with the exchange. Only locals with five or more members and controlling not less than 250 acres of bearing prunes are eligible for membership. The exchange will recognize as a member the individual selected by the local and will recognize a change in membership as often as a local makes changes in the individual who is to represent it.

There are, therefore, as many members of the exchange as affiliated associations. The membership fee has been placed at \$100. Annually the members of the exchange are to meet and elect themselves directors of the exchange, and as directors are to meet and organize as a board of directors and assume the active management of the organization. Thus the number of members constituting the exchange and the number of directors making up the board of directors is the same as the number of affiliated associations. The voting power and the property rights and interests of all members are equal.

Only the president and the vice president of the officers need to be members of the exchange, the other officers may be selected from outside of the membership. Directors are to serve without compensation, but are to be reimbursed for their travelling expenses in attending meetings of the board of directors.

Each affiliated association is required to give a note which can be used as collateral in obtaining working capital. Preceding the beginning of each business year the board of directors are to prepare a budget for the guidance of the officers and employees.

The exchange is to have absolute power in the matter of deciding problems connected with grading, packing and marketing. It is to control all trade-marks and labels, the trade-marks previously used by several of the local associations having been turned over to the exchange, it is reported.

Affiliated associations wishing to withdraw from the federation can do so between the first and fifteenth of March of any year.

Steps are now being taken to formulate a selling program for the prunes to be harvested, dried and packed the present (1924) season.

DEVELOPING LOCAL MARKETS FOR PACIFIC COAST EGGS.

During the last four years marked changes have taken place in the methods of merchandising employed by the Poultry Producers of Central California, San Francisco, Calif. For the first six months of 1921 less than 10% of the eggs received by the association were retailed by the association in San Francisco and Oakland, whereas, for the first six months of 1924 nearly 22% were retailed.

In 1921 over 22% of the eggs received were sold on the San Francisco Wholesale Dairy Exchange while in 1924 but six-tenths of one per cent were sold on the exchange. Eastern shipments for the first half of 1921 were 30.5% and for the first half of 1924, 17.8%. In 1921, 21.5% of the eggs went into storage or were storage packed, whereas, in 1924 34.2% were so handled.

Below are given the percentage figures for the distribution of the eggs received for the first six months of the years 1921-1924.

	<u>1921</u>	<u>1922</u>	<u>1923</u>	<u>1924</u>
San Francisco and Oakland				
Retail	9.4%	10.7%	14.7%	21.9%
San Francisco and Oakland				
Wholesale	15.6	15.9	10.6	11.3
Sales on Dairy Exchange	22.1	9.0	8.1	.6
Local Shipments				
Wholesale and Retail	.9	14.6	8.2	14.2
Eastern Shipments	30.5	22.1	27.9	17.8
Storage and Storage Packed	21.5	27.7	30.5	34.2
	100.0	100.0	100.0	100.0

It is pointed out by the management of the association that the increasing retail trade and local shipments is taking a larger and larger portion of the total receipts and that the sales of the San Francisco Wholesale Dairy Exchange have decreased to almost nothing.

In commenting recently upon the shipments to the Atlantic Seaboard the management said, "very little money has thus far been made on eastern shipments this year on account of unfavorable eastern markets"

The facilities for efficiently handling eggs have been increased by three new packing plants in the producing sections and by the adding of modern equipment for breaking and drying eggs and for washing and processing eggs.

As the amount in the advance fund for working capital, which has been built up by a small deduction for each dozen of eggs handled, is now in excess of \$400,000, the maximum amount determined upon, the retiring of the advance fund certificates is to begin October 1, starting with certificate No. 1 and including those to No. 400.

OHIO COURT FAVORABLE TO COOPERATION

The Court of Appeals for the 4th District of Ohio, recently decided the case of the Burley Tobacco Growers Cooperative Association v. List, which appears to be the first case involving a cooperative association, decided by an Appellate Court in Ohio. The association brought suit against List on the contract which he had entered into with it under which he was required to deliver to the association for marketing, the tobacco grown by him during a specified period. List filed an answer to the suit in which he set up defenses. The association then demurred to the answer on the ground that it stated no legal defense to the suit. The trial court sustained the demurrer, thus holding that the answer of the defendant did not state a valid defense. The defendant then appealed. The eighth defense interposed by List to the suit averred that the purpose of all the contracts made between the tobacco growers of Ohio and the association was "to keep the price of Burley tobacco raised in Ohio at a fixed figure and to preclude free competition in the sale and transportation of such tobacco in violation of the anti-trust statute of Ohio." The Appellate Court held that this defense raised a question of fact, upon which the defendant was entitled to go to trial, and for this reason the decision of the lower court was reversed and the case remanded thereto. The Appellate Court in its opinion indicated that the provision in the contract of the association, providing for liquidated damages was legal. It pointed out that under the laws of Ohio, attorney fees could not be recovered in cases like this one. The Court stated that the contracts of the association "do not disclose upon their face any purpose in object of forming an illegal combination". The following significant quotations are taken from the opinion in this case:

There are the strongest of reasons why those engaged in growing tobacco should be permitted to pool their tobacco for sale through a common agency, and that such pooling, far from tending to destroy commerce, tends to promote it, and that such pooling is not only within the spirit of modern legislation, but without such legislation would, until a more satisfactory method is established, constitute a well nigh indispensable step in the transportation and marketing of this product under such conditions as would afford the grower a fair opportunity to sell his product under fair and equal conditions.

We conclude, therefore, that the contract by which the growers pool their interests for the very useful and natural purpose referred to is not necessarily a violation of any of the provisions of the anti-trust act of this state, and for this reason the contract sued upon does not upon its face disclose any purpose or object of forming any illegal combination.

L. S. Hulbert.

MARKETING LIVESTOCK COOPERATIVELY

A recent survey of the farmer-controlled livestock marketing organizations in the United States resulted in the collection of data from 1,547 organizations located in producing sections and 26 sales agencies located in terminal markets. The 1,547 local associations, some of which served entire counties and a few even a larger area, had an estimated membership of 294,271 and handled business estimated at \$162,896,000 during 1923.

Nearly ninety-five per cent of all the organizations are in the twelve North Central States, Ohio, Indiana, Illinois, Michigan, Wisconsin, Minnesota, Iowa, Missouri, Kansas, Nebraska, South Dakota and North Dakota. The largest number of organizations reporting from any one state was 334 from Iowa. Minnesota ranked first in the estimated number of members, and Iowa was first as to estimated amount of business. Illinois stood third as regards number of associations reporting, estimated number of members, and estimated amount of business as will be noted by the table below:

Associations, estimated membership, estimated business

Geographic Division	:	Number	:	Estimated Membership	:	Estimated Amount of Business
	:		:		:	(thousands)
United States	:	1,547	:	294,271	:	\$162,896
West North Central	:	941	:	151,310	:	91,846
East North Central	:	524	:	130,709	:	62,712
East South Central	:	30	:	5,518	:	3,454
All others	:	52	:	6,734	:	4,882

Leading States

Iowa	:	334	:	46,092	:	42,295
Minnesota	:	302	:	51,038	:	28,406
Illinois	:	145	:	29,870	:	15,994
Wisconsin	:	139	:	28,217	:	11,159
Missouri	:	102	:	18,870	:	7,575
Indiana	:	92	:	25,852	:	11,884
South Dakota	:	88	:	17,424	:	5,656
Michigan	:	82	:	17,466	:	8,402
Ohio 1/	:	66	:	29,504	:	15,273
North Dakota	:	62	:	5,580	:	2,094
Nebraska	:	29	:	4,698	:	3,594
Kansas	:	24	:	7,608	:	2,228
All others	:	82	:	12,252	:	8,336

1/ There are about fifty county associations in Ohio.

The number of associations in Ohio would be much greater but for the fact that they are organized on a county basis, one association serving as many shipping points as there are in a county.

The average number of members per association for the Ohio organizations is 444. The averages for Indiana, Michigan and Illinois are 281, 213 and 206 respectively.

Detailed figures regarding membership are given in the following table:

Average Membership

State	Associations Reporting Membership, 1924		
	Number	No. of Members	Average
Ohio	42	18,646	<u>1/</u> 444
Indiana	55	15,478	281
Michigan	47	9,993	213
Illinois	98	20,152	206
Wisconsin	71	14,418	203
South Dakota	49	9,679	198
Missouri	47	8,708	185
Minnesota	191	32,287	169
Iowa	208	28,725	138
North Dakota	31	2,800	90

1/ There are about fifty county associations in Ohio.

In the case of 119 associations, data regarding average amount of business per member are available. This average is \$662. Fifty-four Iowa organizations report an average of \$894 per member and 41 Minnesota associations \$493 per member.

Five hundred four associations reporting amount of business handled in both 1921 and 1923 reported an increase of 10.4% for the two-year period. The largest percentage increase was enjoyed by the associations in Ohio, the second largest by the Missouri associations and the third largest by the Minnesota organizations. In a few states there were decreases.

Reports from over 1,400 associations indicate that 40.6% of the associations are incorporated, that 17.6% have capital stock, 89.6% are composed only of producers, 10.1% pay dividends on capital stock, 53% pay patronage dividends, 67.9% handle the products of non-members and 7.9% have marketing contracts with their members. The percentage of associations in each group, the percentage of the total membership in each group, and the percentage of the total business handled by each group is as indicated in the following table:

Organization Characteristics

Characteristics	:Associations:	Membership	: Business
Incorporated	: 40.5%	: 54.0%	: 57.5%
Having capital stock	: 17.6	: 25.8	: 27.4
Composed only of producers	: 89.6	: 86.9	: 91.1
Paying dividends on capital stock	: 10.1	: 9.9	: 11.6
Paying patronage dividends	: 53.0	: 55.6	: 51.0
Handling products of non-members	: 67.9	: 65.0	: 64.2
Having marketing contracts	: 7.9	: 7.7	: 9.9

The twenty-six sales agencies in twenty terminal markets handled during 1923, nearly one hundred fifty thousand (149,592, cars of livestock, consisting of approximately ten million (9,939,512) animals which were sold for over one hundred ninety million dollars (\$192,564,431) and they returned to the shippers during the year over eight hundred thousand dollars (\$822,236) in patronage dividends.

A preliminary report entitled "Livestock Marketing Associations in the United States, 1924", has been issued in mimeographed form. Copies may be had upon request to the Division of Agricultural Cooperation, Bureau of Agricultural Economics, Department of Agriculture, Washington, D. C.

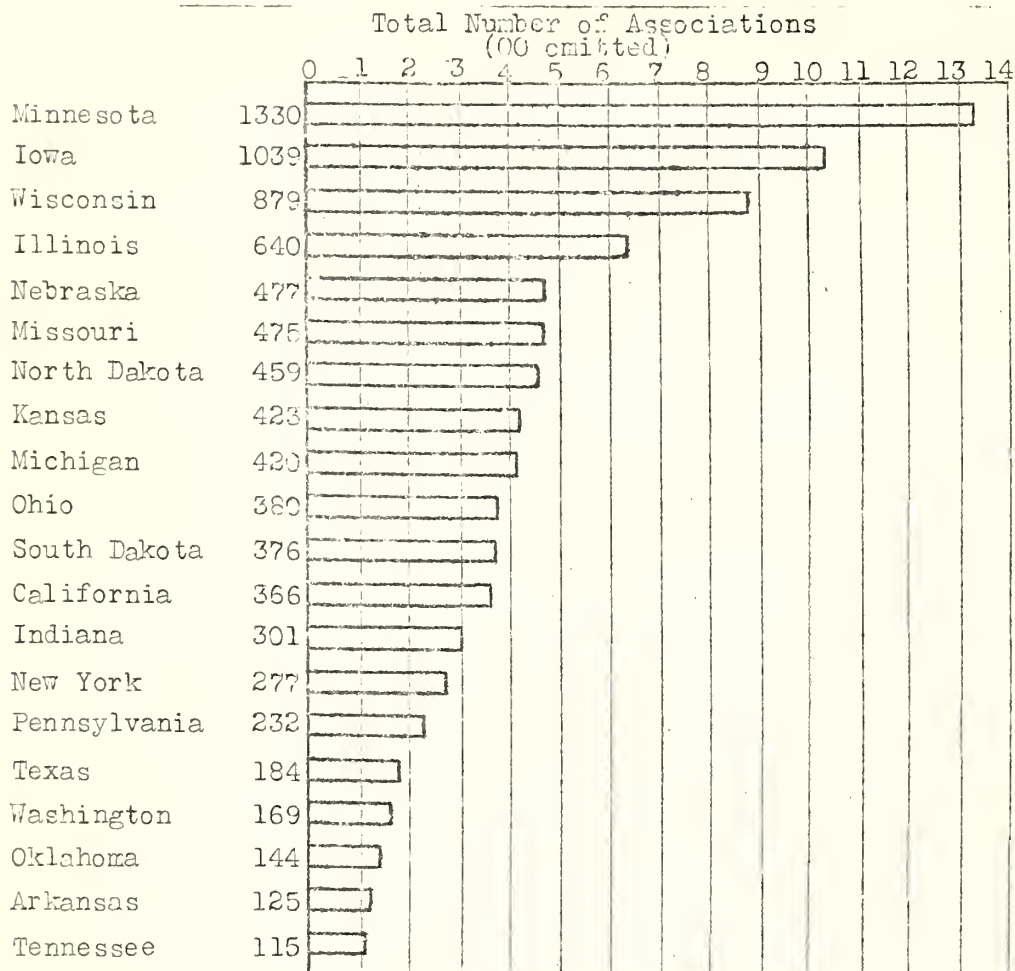
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EGG MARKETING ASSOCIATION BEING FORMED IN MISSOURI

Signatures for membership in the Mark Twain Poultry Producers' Association, to be established at Hannibal, Mo., are being solicited. The plans of the proposed organization provide for a non-capital stock, non-profit association, made up of producers in 10 districts. Each district is to have representation on the board of directors of the association and also to have informal local associations. Members are to pay an entrance fee ranging from \$2 to \$5 according to the number of birds. Provision is made for the association to join with similar associations to form a central exchange for coordinating the marketing activities of the several associations.

It is further provided that the association may cause one or more corporations to be organized for the purpose of leasing, purchasing, constructing and operating receiving stations, warehouses, processing plants, and refrigerating plants. Such corporations may have common stock and preferred capital stock in such amounts as may be required. Common stock shall be sold only to members of the association but the preferred stock may be sold to anyone. Provision is to be made for the retirement of one-fifth of the preferred stock each year and the substitution of common stock.

The marketing contract is for the five years 1924-1929 and provides that the producer passes title to the eggs delivered which are to be graded as to quality and paid for on the basis of the average selling price less expenses.

FARMERS BUSINESS ORGANIZATIONS IN THE UNITED STATES

On March 24 last, a count was made of the active organizations reporting to the United States Department of Agriculture. This count showed that reports had been received from 10,160 associations not including federations or district associations made up of local associations.

The 10,160 organizations were scattered throughout the 48 states; 1,330 being in Minnesota, 1,039 in Iowa, 879 in Wisconsin, and so on down the list. One-fourth of the total number were in the two states of Minnesota and Iowa and one-half of all the organizations were in the first seven states listed above. The twenty-eight states not listed were credited with 1,348 associations, Colorado leading the list with 114 organizations. Nevada with four associations was at the foot of the list. But one association reported from the District of Columbia. It is estimated that there were approximately two thousand associations whose reports were yet to be received on March 24.